



Mini Vending Machine Product introduction



01

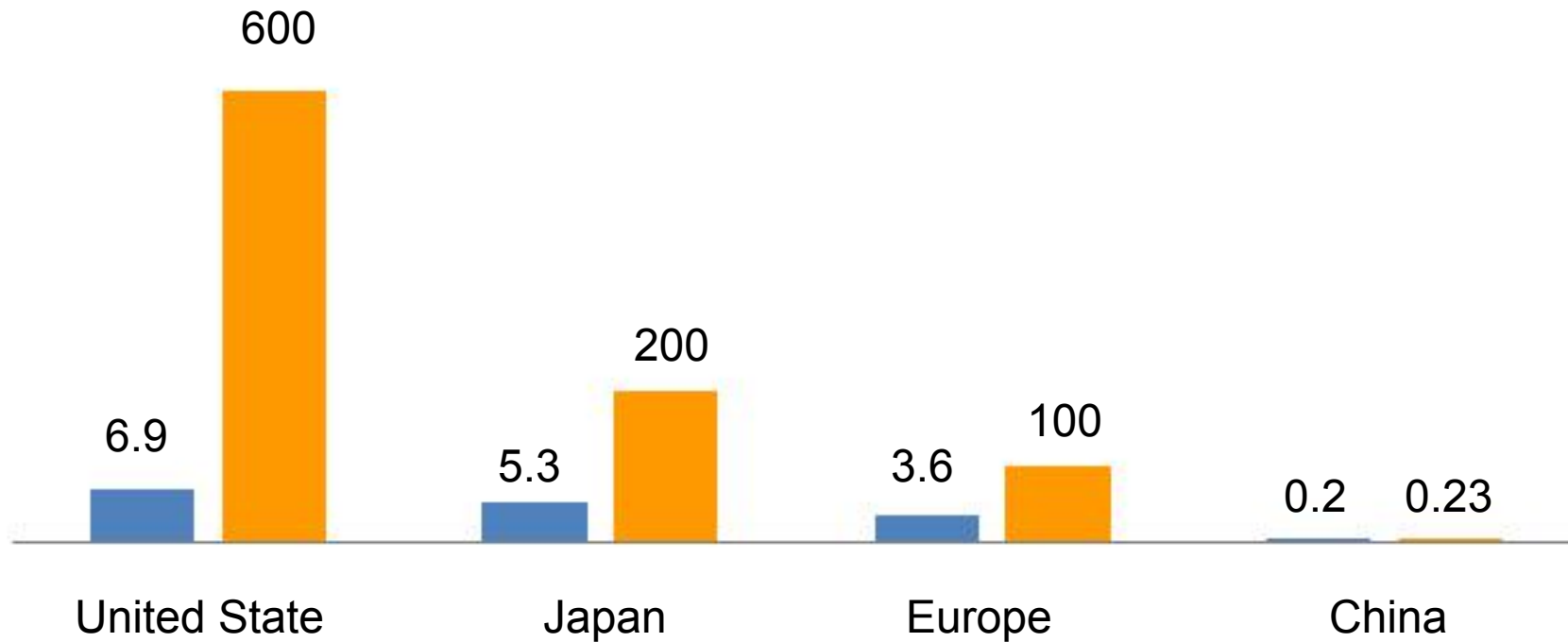
Vending Machine Industry Market Analysis



Industry Data

Global vending machine inventory and market scal comparision

Inventory(million) Market scal (billion)



► Opportunity

Demanding for 20 million vending machines
for Chinese market



	<i>citizen population</i>	<i>existing vending machine</i>
<i>United State</i>	<u><i>0.25 billion</i></u>	<i>6.9 million</i>
<i>China</i>	<u><i>0.8 billion</i></u>	<u><i>0.2 million</i></u>

According to citizen population, The demanding market scal of vending machine in China should be triple than US market

► Market capacity

It will reach 1.8 trillion output every year



	<i>Inventory</i>	<i>Output</i>
<i>United State</i>	<i>6.9 million</i>	<i>600 billion</i>
<i>China</i>	<i>20.7 million</i>	<i>1800 billion</i>

Compared with \$100 billion produced by 6.9 million devices in US, vending machine in China will reach \$1.8 trillion for the annual output value after reaching a reasonable stock.



02

Traditional Vending Machine Industrial Status

► The deadlock of the industry 1

Limited Profit

The average rate of industry profit is 30%, It has been at a low level for a long time.

- ◆ For traditional vending machine, item price is not flexible ,as it is much been limited by the retail stores surrounding the vending machines.
- ◆ Traditional vending machines are used for public areas such as shopping mall etc, mainly to sell beverages,so the gross profit is limited



► The deadlock of the industry 2

Hard to find a spot

- ◆ Popular spot rent is high, one single spot rent even need \$2,000 per month
- ◆ Its big size has become a limitation for more application options.
- ◆ Popular spot already taken by first bird, it's hard to find new one.



► The deadlock of the industry 3

Hight Risk Investment

- ◆ It cost 10-30 thousand RMB for one singer device, you have to invest lots of money in advance and get the pay-back late.
- ◆ It's easy to cause large losses if you chose a wrong spot.





03 The advantage of mini vending machine

► More Product Profit

Profit $\geq$ 50%

- ❑ Actually, mini vending machines do not have direct competition with retail stores.
- ❑ Mini vending machine can be installed in different places which can solve consumer must demands and urgent needs, so that can obtain more high profit.

For Example :

Place mini vending machine (inside with condoms and sanitary napkins) in front the stairs of buildings. When people urgently need condoms or sanitary napkins, they won't care much price.



► Flexible Application



Traditional big vending machine places

Mini vending machines can also be placed in schools, hospitals, shopping malls, subway stations etc, in where traditional big vending machines are placed



Other new places

Community buildings, Small commercial center, bus station, and other places that traditional vending machines can not be placed



Retail Shop

Mini vending machines also can be placed outside of retail stores to sell any different products .

Unlimited Places

- ❑ Mini vending machines with low rental cost about 0-200RMB/month
- ❑ That suitable for any demand places
- ❑ At present, there is a big potential market for the mini vending machines. There are countless places can install the machine.

▶ Short Return on Investment — Tradition vs Mini

	<i>Big vending machine (30%profit)</i>	<i>mini vending machine (30%profit)</i>	<i>mini vending machine (50%profit)</i>
<i>Investment</i>	<i>200.000</i>	<i>200.000</i>	<i>200.000</i>
<i>Quantity</i>	<i>13units (15000/unit)</i>	<i>80units (2500/unit)</i>	<i>80units (2500/unit)</i>
<i>Monthly Income</i>	<i>RMB26130 (RMB67/Day*30days*13units)</i>	<i>RMB72000 (30RMB/day*30days*80units)</i>	<i>RMB72000 (30RMB/day*30days*80units)</i>
<i>Product profit</i>	<i>30% (RMB7830/M)</i>	<i>30% (RMB21600/M)</i>	<i>50% (RMB36000/M)</i>
<i>Advertising Income</i>	<i>RMB5850/M (RMB450/M/ Unit*13units)</i>	<i>RMB8000/M (RMB100/M/ Unit*80units)</i>	<i>RMB8000/M (RMB100/M/Unit*80units)</i>
<i>Rental Cost</i>	<i>RMB5200/M (RMB400/Unit/M*13units)</i>	<i>RMB16000 (RMB200/Per Unit/M*80Units)</i>	<i>RMB16000 (RMB200/Unit/M*80units)</i>
<i>Labor Cost</i>	<i>RMB1000/M</i>	<i>RMB3000/M</i>	<i>RMB3000/M</i>
<i>Net Profit</i>	<i>RMB7480/M</i>	<i>RMB10600/M</i>	<i>RMB25000/M</i>
<i>Pay-back Period</i>	<i>26.7Months</i>	<i>18.8Months</i>	<i>8Months</i>

► Obvious Advertising Function



Accurate Target Customers , More Valuable Advertising

Mini vending machine can sell different products according to different places. Attract accurate customers then bring more advertising value and effect. For example, in the gym, the consumer group completely focus on people who care about health.

Easy to get bulk placed

Mini vending machines with the advantage of low input costs and flexible application, the investor can place big quantity machines. More quantity the machine have, more places occupied, then can take more advertising effect.



04 Why Choose Us

Years of experience in vending machine industry



Mini vending machine is a self-service vending machine terminal created and produced by Guangzhou Xiangchuanyi Animation Technology Co., Ltd. 10 years of experience in photo vending machine industry make us know the market better in products sales/ OEM customization service/the solution of running vending machine business.

The solution of running MVM : traditional vending machine is limited by spot and mini vending is limitless, make sure your high ROI.

OEM Service: We are manufacturer and have our own D&R team, custom vending machine is our core advantage, Our successful case study including adult product vending machine/cigarette vending machine/snack vending machine etc.

► OEM & ODM service

杜绝
拼凑

1

R & D all in one: From structure design to machine enclosure to mainboard to dashboard and to the final produce complete finished by our company.

2

The solution of business: we have years of experience in running vending machine industry, we can offer you the right solution according your business.

3

Experience in OEM service: we have successful case studies for branding business such as snack/cigarette/condom/female physiological products etc.



► The Style of Vending Machine



Customize the style of vending machine according to the kinds of merchandise

► Innovation - Intelligence vending system

Intelligence voice prompt



Human sensors

Intergrate with intelligence voice system, increase user experience friendly and pomotion sales.

1

Nice voice attract passer-by's attention to promotion merchandise sales

2

Voice prompt across through the whole sale process, excellent user experience.

3

1

The first vening machine intergrate with intelligence chip - infrared body sensor activated light

2

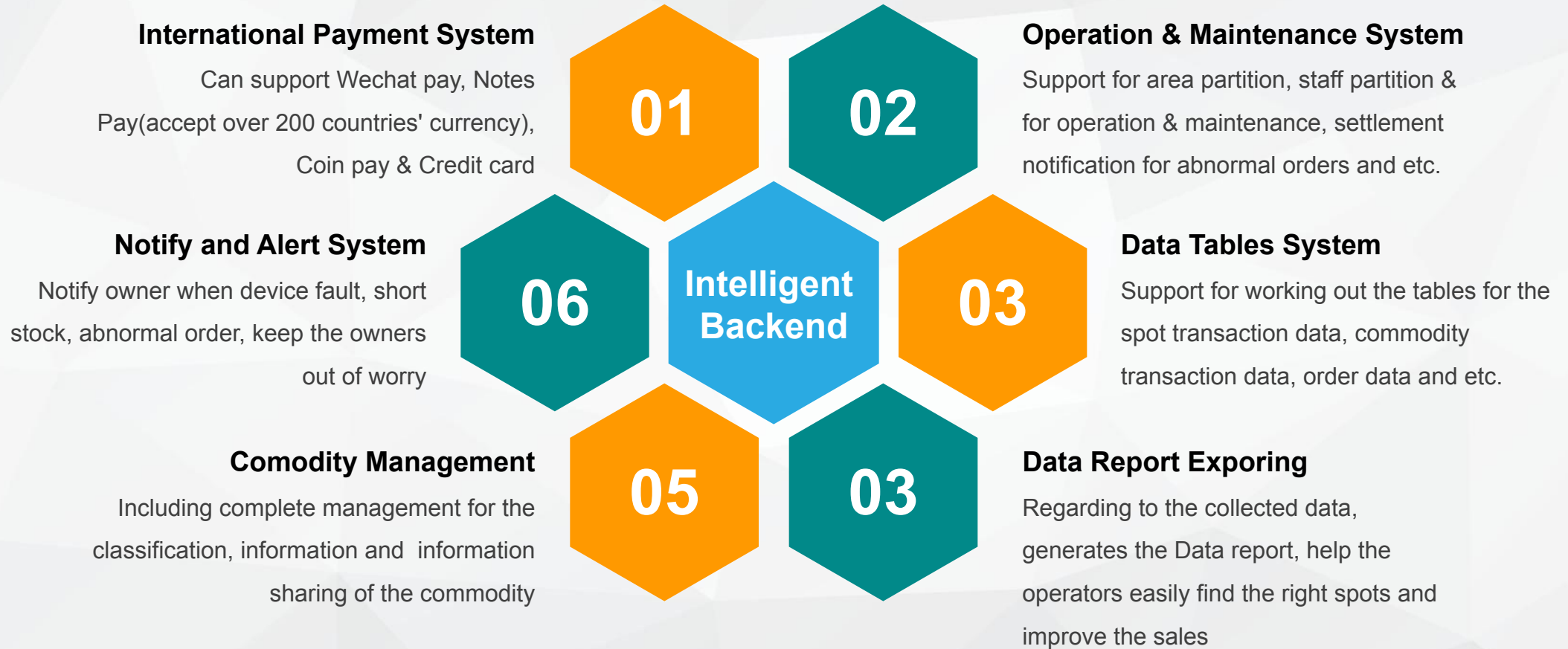
Voice prompt will be active when passer-by reached a designed distance to the vending machine.

3

It's easy to attract passer-by 's curious about vending machien' new technology.



Powerful & Intelligent Backend Management



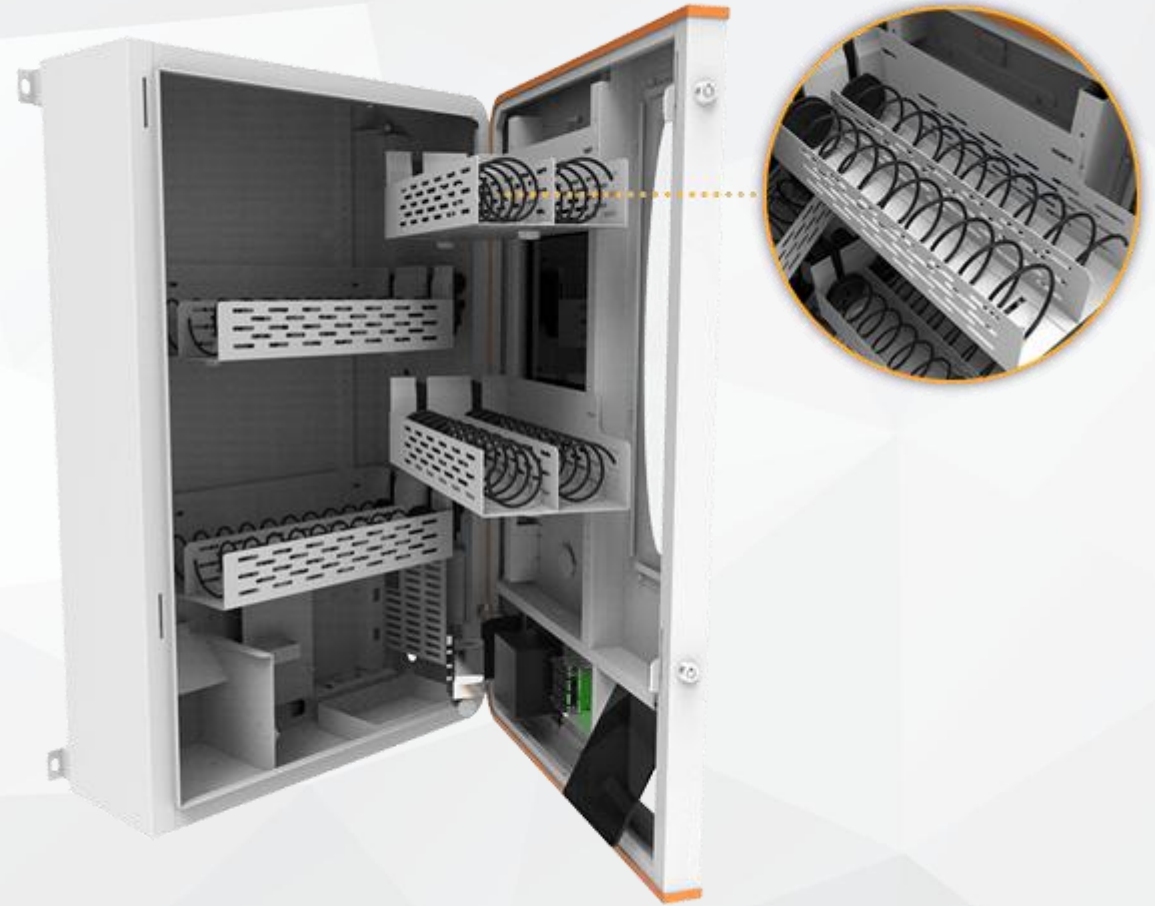
► Unique - structure design

Unique folio edition aisle design

Traditional mini vending machine inner space useage is not reasonable, not convenient to replenishment when goods sell out. Our aisle design is a perfect solution for the vending machine industry.

Optimized inner space

The maximum quantity of merchandise in one machine is 100 units.
We have optimized the inner structure and make it more reasonable.





05 Product & Case Studies

► Stand-Alone Version

Payment configuration	Support banknotes, Coin payment
	Support 200+ countries worldwide credit card payment
Route configuration	Overall height 615mm
	Adjustable according to the size of the goods
	5 Routes of Standard version, Can be extended to 10 routes and merger of routes
Display configuration	15.6 inch toughened glass advertisement display Window
	Customizable of display Screen Size
Lighting configuration	Display window of the goods with high brightness LED white light. Free adjustment of switch state.
	Advertising display window with high brightness LED white light. Free adjustment of switch state.
Delivery configuration	Detecting Delivery for Emitter eye
Language configuration	Support Chinese and English



Dimension: 55*21*85CM
Weight: 30kg

► Networking Version

Payment configuration	Support WeChat online payment
	Support banknotes, Coin payment
Route configuration	Overall height 615mm
	Adjustable according to the size of the goods
	5 Routes of Standard version, Can be extended to 10 routes and merger of routes
Display configuration	15.6 inch toughened glass advertisement display Window
	Customizable of display Screen Size
Audio configuration	Built-in speaker
	Free adjustment of switch state . Trumpet broadcast content can be customized
Lighting configuration	Display window of the goods with high brightness LED white light. Free adjustment of switch state.
	Advertising display window with high brightness LED white light. Free adjustment of switch state.
Delivery configuration	Detecting Delivery for Emitter eye
Backend configuration	Support backend inventory warning, report output, operation maintenance, advertising management, sub account management.
Induction configuration	Infrared induction
Language configuration	Support Chinese and English



Dimension: 55*21*85CM
Weight: 30kg

► Android Touch Screen Version

Payment configuration	Support WeChat online payment
	Support banknotes, Coin payment
Route configuration	Overall height 615mm
	Adjustable according to the size of the goods
	5 Routes of Standard version, Can be extended to 10 routes and merger of routes
Display configuration	Support touch screen selection and order directly
	18.5 inch toughened glass advertisement display Window
	Customizable of display Screen Size
Audio configuration	Built-in speaker
	Free adjustment of switch state . Trumpet broadcast content can be customized
Lighting configuration	Display window of the goods with high brightness LED white light. Free adjustment of switch state.
	Advertising display window with high brightness LED white light. Free adjustment of switch state.
Delivery configuration	Detecting Delivery for Emitter eye
Backend configuration	Support backend inventory warning, report output, operation maintenance, advertising management, sub account management.
Induction configuration	Infrared induction
Language configuration	Support Chinese and English



Dimension: 55*21*85CM
weight: 30kg

► Typical Case 1 : Brand Customization



<i>Client</i>	<i>Areca dealer in Hunan ,china</i>
<i>Capacity Specification</i>	<i>80pcs (4 layers 8 routes)</i>
<i>Launch Area</i>	<i>Hunan、 Hubei、 Guangdong</i>

Customized Scheme

- ❑ *Split body design, the upper and lower parts can be detachable and wall mounted.*
- ❑ *Advertising base of all light boxes, Better effect of advertising*
- ❑ *21.5 inch advertising screen, Areca brand advertising.*
- ❑ *Routes extended 2.2cm for areca packaging size*
- ❑ *Three development level distribution system to maintain the stability of the original distribution system*

► Typical Case 1 : Brand Customization



Operation Data	
Daily Average Order Quantity	3.3
Daily Average Sales	RMB 36
Gross Profit	55%
Monthly Sales Profit	RMB 594
Average Replenishment Cycle	10 Days
Monthly Advertising Revenue	RMB 336
Average Rental	RMB 82
Average Cost Of Labor	RMB 60
Monthly Profit	RMB 788
Principal Recovery Cycle	2.9 months

► Typical Case 2 : Feminine Hygiene Vending Machine



<i>Client</i>	<i>A famous brand of sanitary napkin in China</i>
<i>Capacity Specification</i>	<i>60 Pcs (2 lays 4 routes)</i>
<i>Launch Area</i>	<i>Countrywide</i>
<i>Customized Scheme</i> ❑ <i>Machine fuselage reduction 50% , base on client requirement</i> ❑ <i>11 inch display, suitable for small scene advertising</i> ❑ <i>Customized routes , Max 20 pcs each route</i> ❑ <i>Software connected with original brand system , brand owner has the sole control over users data, transaction data and so on.</i>	



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